



# In Practice: Challenges and Resources

June 10<sup>th</sup>, 2014

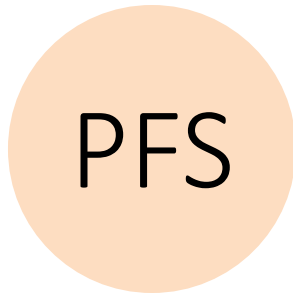
John Grossman

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# What is Pay for Success and Social Impact Finance?

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## Pay for Success



Performance-based contracting within the social sector where government pays only if results are achieved.

## Social Impact Finance

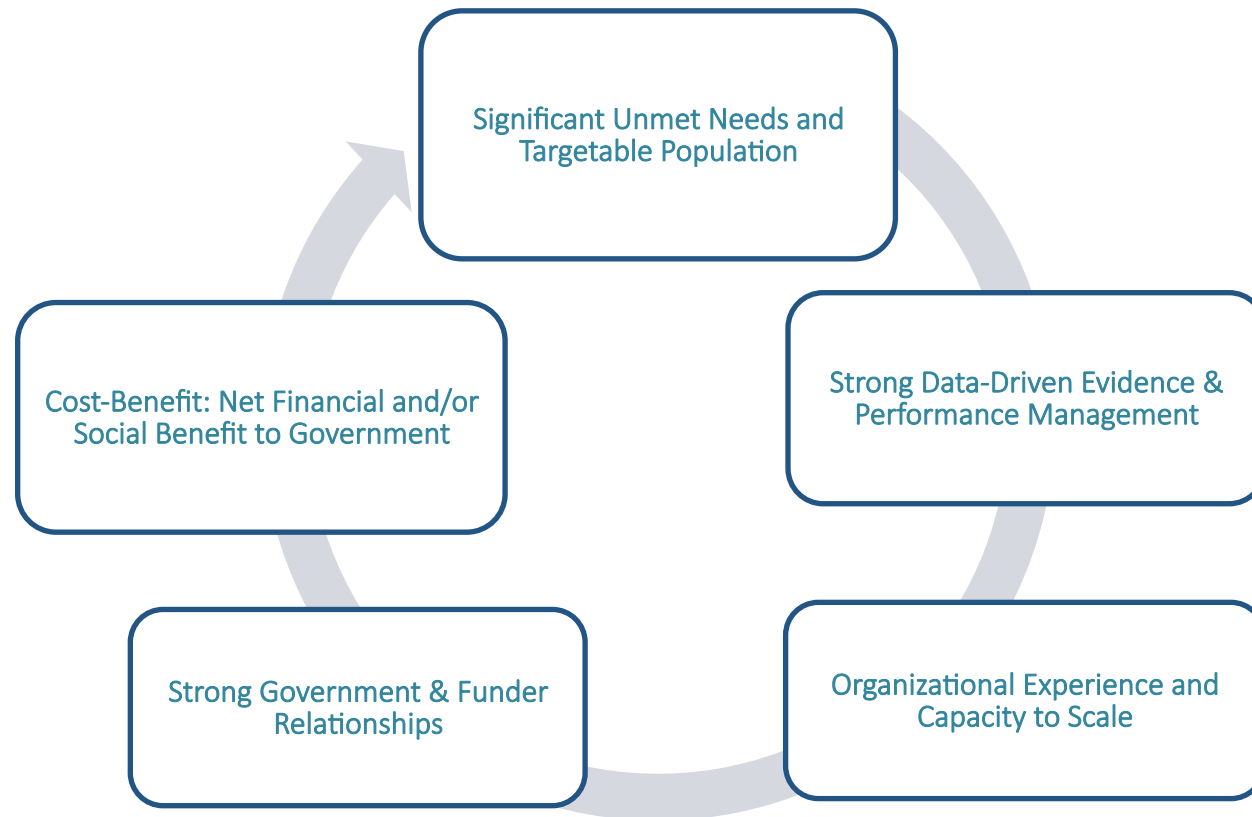


Financing that bridges timing gap between government payments and upfront capital needed to run PFS programs.

# Outlining the Path to PFS

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The path to PFS requires service provider, government and funder readiness on the following criteria essential to a PFS project:



# Key Challenges

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Data



Money



Leadership

# Resources

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## Third Sector Capital Partners

- [Preparing for a Pay for Success Opportunity– Supported by the Rockefeller Foundation \(Nov. 2013\)](#)
- [From Idea to Action: Pay for Success in Santa Clara County \(Dec. 2013\)](#)
- [Third Sector and Social Solutions Pay for Success Readiness Assessment Services](#)

## Harvard Kennedy School of Government Social Impact Bond Lab

- [Pay-For-Success Playbook \(April 2014\)](#)
- [A Technical Guide for Developing Social Impact Bonds \(May 2013\)](#)
- [Other Publications](#)

## Nonprofit Finance Fund

- [Pay for Success Learning Hub](#)
- [Nonprofit Finance Fund and McKinsey Rapid Suitability Questionnaires](#)

## Federal Reserve Bank of San Francisco

- [Social Impact Bonds, A Guide for Local and State Governments \(June 2013\)](#)

## Social Finance

- [Journal- Social Impact Bonds: Lessons Learned So Far \(Feb. 2013\)](#)

# Disclosure

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